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C O N F I D E N T I A L SECTION 01 OF 02 LAGOS 000063

SIPDIS
STATE PASS TO EXIM BANK FOR R. ANGIOUNI
AMEMBASSY YAOUNDE PASS TO AMEMBASSY MALABO

E.O. 12958: DECL: 2020/02/16
TAGS: [BEXP](#) [EAID](#) [EWWT](#) [PHSA](#) [KPIR](#) [NI](#)
SUBJECT: NIGERIAN MARITIME ADMINISTRATION OUTLINES OPPORTUNITIES FOR
USTDA

REF: LAGOS 44

CLASSIFIED BY: Blair, Donna, CG, State, Lagos; REASON: 1.4(B), (D)

SUMMARY

¶1. (SBU) USTDA representatives discussed with Nigerian Maritime Administration and Safety Agency Director General Omatseye areas for future cooperation. Omatseye identified important hardware acquisitions which have been budgeted for 2010 and requested USTDA assistance in developing a framework for increasing NIMASA's capacity to fulfill its many missions. END SUMMARY

¶2. (SBU) USTDA Regional Director Paul Marin and Country Manager Nathan Gazzetta met with Nigerian Maritime Administration and Safety Agency (NIMASA) Director General Temisanrem Omatseye on February 5 in Lagos to explore opportunities for cooperation. Omatseye requested a meeting with ExIm Bank at the earliest opportunity with the objective of establishing a framework agreement for the financing of up to 500 commercial vessels based on the USTDA model.

¶3. (SBU) Omatseye urged the U.S. to be "more aggressive" in selling their goods and services. He claimed to be getting calls from the Chinese, Koreans, Singaporeans, and others. Notably, he had been approached by a Dutch shipyard with regard to the construction of three to five medium-sized vessels for deep-water patrolling. Omatseye has also budgeted money for the acquisition of 20 smaller, coastal patrol boats. (NOTE: Omatseye's earlier budget called for 28 such vessels (Reftel), but apparently the costs of the larger patrol boats have reduced the number of coastal patrol boats to be purchased. END NOTE) Omatseye expressed a preference for a patrol boat seen at the Louisiana boat show in December 2008, but noted that he intended to move rapidly and the U.S. manufacturer should not drag their feet. (NOTE: FCS is trying to contact the manufacturer. END NOTE.)

¶4. (SBU) Omatseye outlined plans for the acquisition of long-range monitoring capability for the coastal domain which he is calling the "Maritime Electronic Highway." Omatseye is relying on the repeater station of Regional Maritime Awareness Capabilities RMAC (Reftel) delivered by the USN to the Nigerian Navy's Western Naval Command for monitoring ship movements up to 30 nautical miles off-shore, but has budgeted 220 million naira (USD 1.5 million) for the acquisition of long-range monitoring capabilities to provide coverage up to 350 nautical miles off shore. He plans to issue a selected Request for Proposals in early March and wants implementation by the fourth quarter of 2010. He noted that very few companies possess the technology and has conducted initial talks with both BAE and Raytheon Canada.

¶5. (SBU) Omatseye concluded by noting that the mandate of NIMASA covered everything from maritime security, the regulation of the Nigerian commercial shipping industry, and maritime manpower certification to environmental protection of Nigerian waters and management of seabed resources. He noted that he has not had time to address even conceptually his responsibilities in such areas as oil-spill control, right-of-way on the seabed, or hydrographical surveys. He suggested that these were areas where USTDA could be of invaluable assistance in providing conceptual frameworks for developing NIMASA's capacity.

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¶6. (SBU) COMMENT: Omatseye is in the fortunate position of having substantial internally generated revenues (NOTE: Omatseye claimed his agency earned roughly USD 20 million each month) and is consequently not dependent on federal government allocations for his budget. He appears excited by the breadth of his mandate and determined to use internally generated revenues to rapidly develop capacity. END COMMENT.

¶7. (U) ConGen Lagos coordinated this cable with Embassy Abuja.
BLAIR